

EXECUTIVE SUMMARY



September 18, 2018

To: NASPO ValuePoint Management Board

From: Tim Hay for the Child Safety Seat Sourcing Team

RE: Evaluation/Award Summary and Recommendation for NASPO ValuePoint RFP 18DPP00297 Child Safety Seat.

This executive summary was prepared by NASPO ValuePoint staff for use by the Management Board. The official award documents are maintained by the Lead State in accordance with its procurement laws.

Background: The NASPO ValuePoint Management Board approved conducting a re-solicitation for Child Safety Seat's. The resulting services would allow states to have a master agreement for Child Safety Seat's. The Child Safety Seat Team has concluded the RFP evaluation process and has made recommendations regarding the resulting proposed contract award. Accordingly, the team is seeking approval of the award by the NASPO ValuePoint Management Board. In this re-solicited contract portfolio for NASPO ValuePoint, the sourcing team recommends a potential term up to three initial years with options to two additional terms.

Sourcing Team: The RFP was led by New Jersey and was developed with sourcing team involvement with members from six states: Delaware, Idaho, Kansas, New Jersey, South Dakota and Utah NASPO ValuePoint staff provided project oversight.

RFP Information: This is a re-issue of an RFP released in early 2018. During this initial RFP, it was determined there were seat specification flaws that deemed most of the proposer's seats failing the requirements and a re-issue of the RFP was required. The RFP was issued on July 27, 2018. Since this was a re-release of a previous RFP, no pre-proposal conference was held. The RFP was not amended. The RFP closed August 29, 2018.

Proposal Information: Three proposals were received from Evenflo, Patriot and Vehicle Maintenance Program. The Sourcing Team met on September 11 for vendor demonstrations to ensure each of the seats offered met the minimum requirements, to complete evaluation and scoring of each offeror's proposal. Evaluation was based on seats meeting the minimum requirements and pricing.

Evaluations: The RFP allowed for multiple vendor awards based on the seats meeting the mandatory requirements and pricing. The New Jersey RFP allowed for primary and alternate vendor awards. The RFP allowed for the determination of the quality of seats from Excellent, Good or not-meeting the requirements. The proposers demonstrated their seats at the September meeting and it was determined that the Evenflo Seats were excellent according the specifications and Cosco Seats were good. Next was a comparison of the pricing for seats offered by all three of the suppliers. Patriot's offered consisted of reselling the Evenflo brand at a markup in pricing. Vehicle Maintenance Program offered the Cosco Brand which are lower price point seats in the industry.

Since the Patriot Pricing was excessively high, they were not considered further for award. Below is the final award determination for primary and alternate awards.

Pricing offered by each proposer.

Red font = Didn't meet specs					
Evenflo	Patriot	Patriot	Evenflo	Vehicle Maintenance Program	Vehicle Maintenance Program
Category 1 - Forward Facing Seats					
Combination Seats					
EVENFLO EVOLVE	Evenflo Evolve 3-in-1	\$ 152.43	\$ 108.79		
EVENFLO MAESTRO SPORT 2PK	Evenflo Maestro, Ships 2EA/PK*	\$ 76.61	\$ 55.00	\$ 44.28	Cosco BC110EJP
	Evenflo SafeMax 3-in-1 w/SensorSafe	\$ 183.94		\$ -	
EVENFLO SECURE KID 2PK	Evenflo SecureKid Booster, Ships 2EA/PK*	\$ 102.61	\$ 72.00		
Convertible Seat with Harness					
		\$ -		\$ -	
EVENFLO STRATOS LX	Evenflo Stratos Convertible Essential	\$ 123.29	\$ 85.79		
EVENFLO SURERIDE/TITAN 65 2PK	Evenflo SureRide/Titan 65, Ships 2EA/PK*	\$ 79.33	\$ 55.65	\$ 49.65	Cosco CC173EEA
	Evenflo Stratos Advanced Convertible w/SensorSa	\$ 149.68		\$ -	
Convertible Seat without Harness					
		\$ -		\$ -	
EVENFLO TRIUMPH	Evenflo Triumph Convertible	\$ 149.60	\$ 104.10	\$ 76.44	Cosco CC110BPP
EVENFLO SAFEMAX ALL-IN-ONE PLATINUM	Evenflo SafeMax All-In-One Platinum All-In-One	\$ 234.53	\$ 163.19		
EVENFLO SYMPHONY LX ALL-IN-ONE	Evenflo Symphony LX All-In-One	\$ 176.29	\$ 128.00		
EVENFLO EVERYSTAGE ALL-IN-ONE			\$ 131.99		
	Evenflo SafeMax All-In-One w/Sensor Safe All-In-O	\$ 257.31			
Category 2- Rear Facing Seats					
EVENFLO LITEMAX	Evenflo LiteMax Infant	\$ 97.71	\$ 67.99	\$ 65.50	Safety 1st IC201CHZ
EVENFLO SAFEMAX INFANT	Evenflo SafeMax	\$ 170.72	\$ 118.79		
EVENFLO EMBRACE	Evenflo Embrace 35	\$ 89.82	\$ 66.75		
	Evenflo LiteMax Advance w/SensorSafe	\$ 149.68			
Category 3 - Booster Seats					
Backless Booster					
EVENFLO AMP NO BACK 4PK	Evenflo Amp No Back Booster	\$ 31.56	\$ 17.50	\$ 11.31	Cosco 22-222BIGB
EVENFLO AMP PERFORMANCE NO	Evenflo Amp Performance No Back Booster	\$ 31.56	\$ 21.75	\$ -	
Highback Booster					
		\$ -		\$ -	
EVENFLO CHASE NO HARNESS BOOSTER	Evenflo Chase No Harness High-Back Booster, SI	\$ 41.68	\$ 28.00	\$ 33.00	Evenflo Chase 3431198
Highback with removable back					
		\$ -		\$ -	
EVENFLO SPECTRUM	Evenflo Spectrum 2-in-1 Booster	\$ 58.62	\$ 40.79		
EVENFLO BIG KID AMP 2PK	Evenflo Amp High Back Booster w/out back assem	\$ 40.96	\$ 28.50	\$ 22.33	Cosco BC065AQL

Final award determination

	Primary Award	Alternate Award
Category 1 - Forward Facing Seats		
Combination Seats	Evenflo	No Award
Convertible Seat with Harness	VMP	Evenflo
Convertible Seat without Harness	VMP	Evenflo
Category 2- Rear Facing Seats	VMP	Evenflo
Category 3 - Booster Seats		
Backless Booster	Evenflo	Evenflo
Highback Booster	Evenflo	VMP
Highback with removable back	Evenflo	No Award
Optional Offering - Safe Technology	Evenflo	No Award

Current and new supplier makeup: The current NASPO ValuePoint contract for these services has two contractors with Evenflo and Vehicle Maintenance. Consistent with the RFP evaluation criteria, the sourcing team recommends award to the following vendors: Evenflo and Vehicle Maintenance for a total of two contractors.

Key benefits of new agreements: Below are some highlights of the benefits from the prospective contract awards:

1. A comparison between the old and new pricing between the two contracts shows an average 5% for Evenflo and 18% reduction for VMP.
2. These are current suppliers so the transition from the old contracts to new ones should be seamless.
3. Shipping is included in the new pricing.

Conclusion: The State of New Jersey management has reviewed and approved these award recommendations. I endorse the excellent work and analysis of the sourcing team and recommend your approval of the proposed awards and ask that we permit New Jersey to move ahead with the recommended NASPO ValuePoint awards.